

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

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APPROVED BY EB/OCA/CM/BEBYRON

COM/SAD/JEMURRIN

COM/SPAIN/SWITZ/RTURNER

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COM/DM/HHEIKENEN

EUR/RPE/RBRESLER (INFO)

----- 055177

P 272216Z JAN 76

FM SECSTATE WASHDC

TO AMCONSUL BARCELONA PRIORITY

AMEMBASSY BERN

AMEMBASSY MADRID

AMCONSUL MILAN

AMEMBASSY ROME

AMCONSUL ZURICH

UNCLAS STATE 020374

E.O. 11652: NA

TAGS: BEXP, SP, IT, SZ

SUBJECT: STATUS MARCH SECURITY TRADE MISSION

1. DUE TO MAJOR CONFLICT PROBLEMS AND AFTER EXTENSIVE SOLICITATION EFFORTS BY USDOC, FOUR COMPANIES HAVE AGREED TO PARTICIPATE SUBJECT MISSION. COMPANIES ARE:

---TEC;NIPOL INT'L CORP. - POLICE PRODUCTS, ID SYSTEMS, BODY AMOUR ETC., INTERESTED IN DIR-CT SALES TO NATIONAL AND LOCAL POLICE, POLICE PROCUREMENT AUTHORITIES, AND INDUSTRIAL SECURITY MANAGEMENT PERSONNEL;

---MOSLER SAFE CO. - BURGLAR AND FIRE ALARMS, SECURITY CAMERAS, ACCESS CONTROL SYSTEMS, VAULTS AND SAFES;
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--- ARVIN SYSTEMS - SOPHISTICATED TELEVISION SECURITY
SYSTEMS;

---CHARLIE SOLE AND ASSOC. - SECURITY CONSULTANT --
MR. SOLE ALSO EXPECTS TO REPRESENT ANCHOR-HOCKING PRODUCTS.
AS NINE PROSPECTS STILL EXIST USDOC S;ALL CONTINUE PROCURE-
MENT THROUGH JAN. 23 WHEN A FINAL DECISION WILL BE CABLE
ADDRESSEE POSTS ASAP.

2. IN THE EVENT THAT COMMERCE IS NOT ABLE TO COMPLETE
PROCUREMENT BY THE DEADLINE USDOC IS CURRENTLY CONSIDERING
TWO POSSIBLE SCHEDULE CHANGES:

---A. MOVE MISSION BACK TWO WEEKS AND REMOVE SWITZERLAND
FROM ITINERARY. HENCE MISSION DATES WOULD BE ROUGHLY
MARCH 21 TO APRIL 3 WHICH WOULD WORK IN WITH FRANKFURT
SHOW.

---B. RESCHEDULING MISSION IN SEPTEMBER WHEN NO CONFLICT
APPEARS TO BE PRESENT. COMMERCE IS AWARE OF SEPT. 13
INT'L SECURITY AND SAFETY SHOW BUT WOULD HOPE TO USE THIS
AS POSSIBLE DRAWING CARD. COMMERCE WOULD WELCOME POSTS
COMMENTS ON POSSIBLE RESCHEDULING.

3. IF MISSION PROVES VIABLE WILL CABLE MISSION MEMBERS
BIOS AND OTHER DETAILS AS SOON AS RECEIVED. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 27 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE020374
Document Source: CORE
Document Unique ID: 00
Drafter: SAD/DMCDONOUGH/POM/EMB
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760031-0441
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760116/aaaaanva.tel
Line Count: 87
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: hattaycs
Review Comment: n/a
Review Content Flags:
Review Date: 29 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <29 JUN 2004 by schwenja>; APPROVED <28 JUL 2004 by hattaycs>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: STATUS MARCH SECURITY TRADE MISSION
TAGS: BEXP, SP, IT, SZ
To: BARCELONA MULTIPLE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006